

Threefold expansion ahead

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Although at this point in time SSP has just one solar power plant in Thailand, it has committed projects that will more than triple total equity capacity from 40 MW to 134 MW in 2020, most of which are in Japan. Based on these projects, we project impressive earnings growth of 17% CAGR over 2017-2020. We estimate its fair value at Bt8.55-9.12bn based on sum-of-the-parts (SOTP) and PE valuations.

Spreading its wings from a single local asset. Sermasang Palangngan (SPN), wholly owned by Sermasang Power Corporation PLC (SSP), was set up in 2010 and entered the renewable energy business with its first solar plant in Lopburi. This has contracted capacity of 40 MW and started commercial operations in 2015. From this single operating asset, SSP has expanded rapidly and now has eight committed projects that will triple total equity capacity to 134 MW, with scheduled commercial operation dates (SCOD) spreading over 2017-2020. Five of these are in Japan with total equity capacity of 88 MW, which is sizable against that held by other companies under our coverage in Japan (BPP has 131 MW, BCPG has 89 MW and GPSC has 21 MW).

The world is going green with renewable energy. Countries worldwide have committed to reduce their fossil energy footprint to help slow climate change. Around 150 countries have set targets for renewable energy as a percentage of total energy use and this government support has led to a steady decline in the price of renewable energy projects. Thailand is one of these, with its Alternative Energy Development Plan (AEDP) 2015 targeting expanding the percentage of renewable energy to total power generation to 20% in 2036 from 9.9% in 2014. Japan targets to raise its ratio to 22-24% in 2030 from 15% in 2015 as outlined in its Renewable Energy Institute and Electricity.

New startups to bring 19% earnings growth in 2018. Since most committed projects have SCODs from 2018-2020, we expect stable earnings in 2017 followed by strong earnings growth of 19% in 2018, with a CAGR of 17% over 2017-2020. The fuel for growth is slated to come from Japan. All projects have 20-25-year contracts, ensuring long-term stable cash flows.

Valuation and risk considerations. Using the sum-of-the-parts (SOTP) and PE valuations, we derive a valuation range of Bt8.55-9.12bn. In our SOTP valuation, each project is valued using the discounted cash flow (DCF) method based on projected free cash flow until PPA expiry based on COE =7.4%, derived from risk free rate = 3.5%, ERP = 6.5% and beta =0.6 based on 10-year historical average of peers. Risk considerations are 1) delays in plant construction that would delay startups and cash flows, 2) climate changes such as lack of sunshine or heavy snow and 3) natural disasters.

Forecasts and valuation

Year to 31 Dec	Unit	2015*	2016	2017F	2018F	2019F
Revenue	(Btmn)	846	869	869	1,167	1,368
EBITDA	(Btmn)	747	713	698	950	1,125
Core profit	(Btmn)	498	449	447	530	604
Reported profit	(Btmn)	498	449	447	530	604
Revenue growth	(%)	n/a	2.72	0.00	34.26	17.21
Core profit growth	(%)	n/a	-10.00	-0.42	18.52	14.04
ROE	(%)	81.39	44.09	20.07	15.45	15.47
ROA	(%)	14.92	10.45	6.86	5.35	4.46
Net D/E	(x)	3.07	2.62	1.01	2.00	2.47

Note: * Based on Pro forma statements Source: SCBS Investment Research

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I. Company overview

From a single source of revenue... Sernsang Palangnan (SPN), wholly owned by Sernsang Power Corporation PLC (SSP), was established in 2010 and got into the renewable energy business when it entered into a 40 MW Power Purchase Agreement (PPA) with EGAT as a Small Power Producer (SPP) in June 2013, followed by commercial startup of Sernsang Solar project as its first renewable power plant with total installed capacity of 52 MW in Feb 2015, which carries an adder (government incentive) of Bt6.5/KWh for 10 years.

Figure 1: Sernsang solar project in Lopburi province with 40MW contracted capacity



Source: Company filing

... to other Thai projects... Adding to its single plant now operating, SSP has secured other projects in Thailand. This includes the solar WVO (War Veterans Organization of Thailand) project that will fall under the Feed-in-Tariff scheme of Bt4.12/KWh for 25 years with 5 MW capacity and scheduled commercial operating date in 4Q18. It also has two solar roof projects (SNNP I and SNNP II) with total capacity of 1.4 MW, with SCOD in 2H17 with contracts of 25 years.

Figure 2 : The construction of SNNP solar roof project with 384 KW capacity



Source: Company filing

.. and then overseas. After the successful startup of its renewable energy business in Thailand, SSP has expanded to Japan, beginning with the Hikada project. This has contracted/equity capacity of 17/15 MW and is currently under construction with SCOD in 1Q18. The Yamaga project is SSP's second solar project in Japan; this is currently under construction for contracted/equity capacity of 30/27 MW with SCOD in 2Q20. It also has three more committed solar projects in Japan with SCOD over 2018-2020. All told, the five projects in Japan will have total gross installed capacity of 116 MW, gross contracted capacity of 93 MW and give SSP equity capacity (based on contracted capacity) of 88MW in Japan, a good size compared to peer equity capacity in Japan: GPSC has 21 MW, BCPG has 89 MW, BPP has 131 MW and GUNKUL has 207 MW. Total capex for all 116 MW installed capacity is estimated at JPY39.8bn, or Bt12bn, which works out to Bt112mn per MW capacity.

Together, the five committed projects in Japan with total estimated capex of JPY39.8bn give SSP total equity capacity of 88MW in Japan.

All told, SSP has total equity capacity in hand of 134 MW, consisting of 46 MW in Thailand and 88 MW in Japan, with 40 MW from an operating plant and 94 MW from plants under development.

Figure 3: The construction of Hidaka project with 17 MW contracted capacity in Japan



Source: Company filing

Figure 4: Asset portfolio

Plants	Holding	Type	Location	Installed capacity (MW)	Contracted capacity (MW)	Equity capacity (MW)	Subsidy	SCOD	Yrs	Expiry	Note	
Thailand												
Sernsang Solar	100.0%	Solar	Lopburi	52.0	40.0	40.0	Adder (Bt6.5x10 yrs)	Feb-15	5+automatic	5	2040	Operating
Solar WVO	100.0%	Solar	Ratchaburi	5.0	5.0	5.0	FIT (Bt4.12x25 yrs)	4Q18	25		2043	Under Development
SNNP1	100.0%	Solar roof	Samut Sakorn	0.4	0.4	0.4	-	4Q17	25		2042	Under Construction
SNNP2	100.0%	Solar roof	Ratchaburi	1.0	1.0	1.0	-	4Q17	25		2042	Under Development
JAPAN												
Hidaka	86.9%	Solar	Hokkaido	21.0	17.0	14.8	FIT (JPY40x20 yrs)	1Q18	20		2038	Under Construction
Yamaga	90.0%	Solar	Kumamoto	34.5	30.0	27.0	FIT (JPY36x20 yrs)	2Q20	20		2040	Under Construction
Zouen	100.0%	Solar	Kumamoto	8.0	6.0	6.0	FIT (JPY36x20 yrs)	4Q18	20		2038	Under Development
Yamaga 2	100.0%	Solar	Kumamoto	12.5	10.0	10.0	FIT (JPY36x20 yrs)	2Q20	20		2040	Under Development
Leo	100.0%	Solar	Shizuoka	40.0	30.0	30.0	FIT (JPY36x20 yrs)	2Q20	20		2040	Under Development
Thailand total				58.4	46.4	46.4						
Japan total				116.0	93.0	87.8						
Total				174.4	139.4	134.2						

Source: Company filing

Shareholder structure. SSP has registered capital of Bt922mn and paid up capital of Bt691.625mn or 691.625mn shares with a par value of Bt1 per share. The company plans to offer not more than 276.375mn IPO shares, 30% of its paid up capital after IPO, to be traded in the Market for Alternative Investment or mai. These will consist of not more than 230.375mn new shares (25% of its post-IPO paid up capital) and not more than 46mn existing shares (5% of its post-IPO paid up capital). Proceeds will be used for investment in future projects, as working capital and for debt repayment.

Figure 5: Pre and post IPO

Shareholders	Before IPO		After IPO	
	No. of shares	%	No. of shares	%
Kraipisitkul family				
1. Primary Energy Co. Ltd	276,650,000	40.0%	276,650,000	30.0%
2. Unity I. Capital Limited	242,070,000	35.0%	196,070,000	21.3%
3. Mr. Wiwat Kraipisitkul	69,162,200	10.0%	69,162,200	7.5%
4. Ms. Thantaporn Kraipisitkul	34,581,000	5.0%	34,581,000	3.8%
5. Mr. Piyawat Kraipisitkul	34,580,900	5.0%	34,580,900	3.8%
6. Mr. Tanawat Kraipisitkul	34,580,900	5.0%	34,580,900	3.8%
Total	691,625,000	100.0%	645,625,000	70.0%
7. IPO	-	0.0%	276,375,000	30.0%
Total	691,625,000	100.0%	922,000,000	100.0%

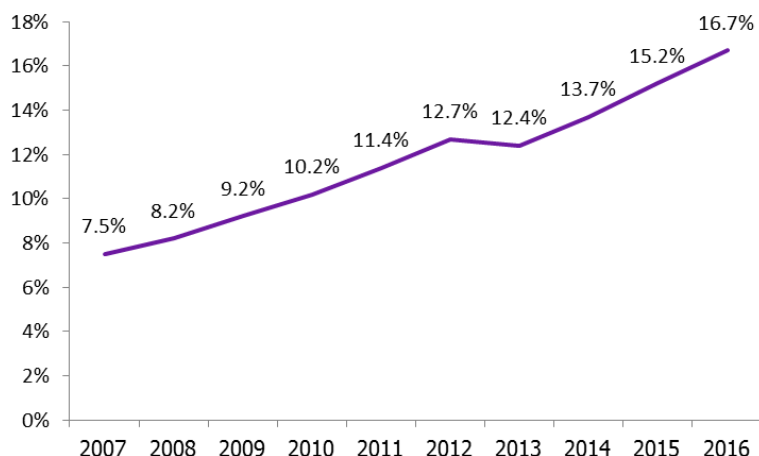
Source: Company filing

II. Industry outlook

Countries worldwide raising portion of renewable energy generation

The global commitment to mitigate climate change and a continual drop in the price of renewable energy projects has led to a sea change from near total domination by fossil fuel for energy generation to a steadily rising share of renewable energy. Over the last decade, the percentage of renewable power capacity has surged to 16.7% in 2016 from just 7.5% in 2007, according to Bloomberg New Energy Finance which also predicts that by 2040, 34% percent of the world's electricity will come from wind and solar power.

Figure 6: Renewable power as percentage of global power capacity



Source: Bloomberg New Energy Finance

According to KPMG, more than 170 countries have renewable energy targets and around 150 countries have policies to support renewable energy.

Thailand targets lifting percentage of renewable energy to 20% by 2036.

Thailand's Alternative Energy Development Plan 2015 (AEDP 2015) targets growing the percentage of renewable energy capacity of total power generation to 20% by 2036 from 9.9% in 2014 with a target of 19,684 MW capacity from renewable power (6000 MW from solar power, 3,002 MW from wind power and 5,570 MW from biomass, with the remainder from biogas waste and hydropower).

As of July 2017, total capacity of solar, wind and biomass power based on awarded and signed PPAs and including operating plants was 2,744 MW, or 46% of the 2036 target.

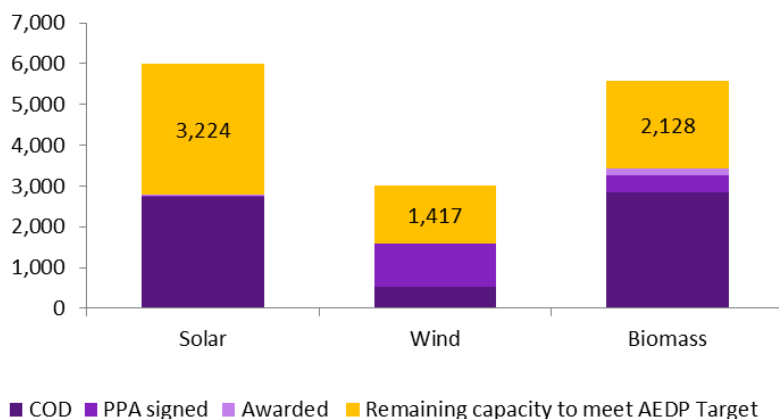
According to the Energy Regulatory Commission (ERC), total capacity from awarded PPAs and CODs as of July 2017 was 2,776 MW for solar, 1,585 MW for wind and 3,442 MW for biomass. Deducting these from AEDP's 2036 targets, we expect PPAs to be handed out for 3,224 MW of solar power, 1,417 MW of wind power and 2,128 MW of biomass power over the next 10 years.

Figure 7: Analysis of future PPAs based on the AEDP 2015

MW	Solar	Wind	Biomass
End-2014 (1)	1,299	224	2,452
2036 target based on AEDP 2015 (2)	6,000	3,002	5,570
Awarded	4	0	179
PPA signed	28	1,059	419
COD	2,744	526	2,845
Total awarded - COD as of Jul 2017 (3)	2,776	1,585	3,442
% of 2036 target	46.3%	52.8%	61.8%
Remaining PPA to meet the 2036 target (2)-(3) = (4)	3,224	1,417	2,128

Source: ERC, SCB EIC and SCBS Investment research

Figure 8: AEDP 2015 and progress vs 2036 target

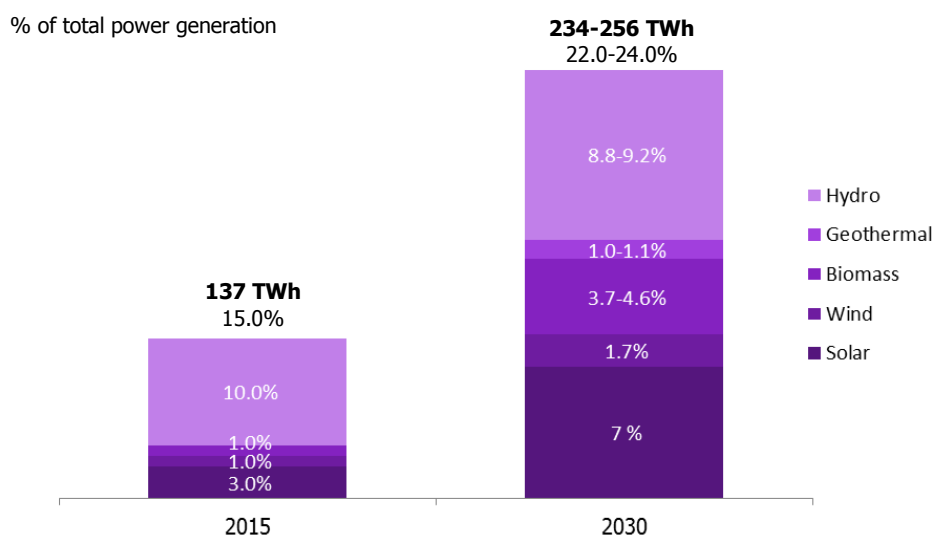


Source: ERC, EPP0

Japan targets to raise percentage of renewable capacity to 22-24% by 2030

After the Fukushima Daiichi Nuclear Power station incident in 2011, Japan's government is working to reduce the country's reliance on nuclear and thermal power and promote renewable energy. According to Japan's Renewable Energy Institute and Electricity, percentage of renewable energy capacity of total power capacity in Japan is expected to rise to 22-24% by 2030 from 15% in 2015.

Figure 9: Huge opportunities in Japan for renewable energy



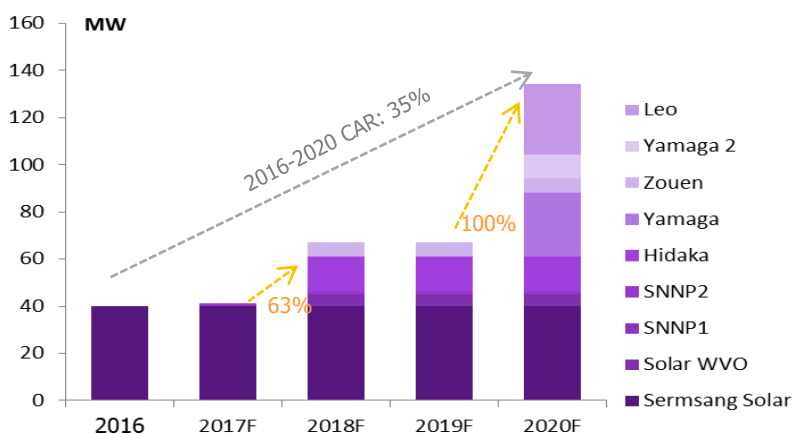
Source: Renewable Energy Institute (www.renewable-ei.org), Electricity Review Japan 2016, The Federation of Electric Power Companies of Japan (www.fepec.or.jp)

III. Earnings to grow by 19% in 2018 with 17% CAGR over 2017-20

Capacity to triple by 2020

From only one operating solar plant (the 40 MW Sernsang Solar plant) in 2015-2016, we expect the eight secured projects (three solar and solar roof projects in Thailand and five solar projects in Japan) will grow SSP's total equity capacity by 3.3x or a 35% CAGR growth over 2016-2020 to 134 MW in 2020. The biggest jumps in capacity will be in 2018 at 63%, upon the SCODs of: 1) the 5MW Solar WVO project in Thailand, 2) the 15 equity MW Hikada project and 3) the 6 MW Zouen project in Japan and then in 2020, with growth of 100% from the SCODs of: 1) the 27 equity MW Yamaga project, 2) the 10 equity MW Yamaga 2 project and 3) the 30 MW Leo project in Japan.

Figure 10: Equity capacity



Source: Company data and SCBS Research estimates

Stable earnings in 2017 before a surge of 19% in 2018

There will be virtually no change in total capacity this year (with less than 1.4 MW of new capacity from two solar roof projects in 2H17); we thus forecast stable earnings of Bt452mn in 2017 (up only 1% from last year). We expect a series of annual earnings growths to start from 2018 concurrent with the series of plant CODs with an expected surge in earnings of 19% to Bt533mn in 2018, with a 17% CAGR over 2017-2020.

1H17 core earnings fell 21% YoY from expansion expenses

In 1H17, revenue and gross profit were stable YoY at Bt448mn and Bt365mn respectively from the steady performance of Sernsang Power. However, SG&A rose 89% YoY to Bt78mn as it prepared for its large expansion to triple overall capacity over next three years. We view that this earnings decline is temporary and will facilitate significant growth in coming years.

Figure 11: 1H17 results

(Btmn)	2Q16	1Q17	2Q17	% YoY	% QoQ	1H16	1H17	% YoY
Income Statement								
Revenue	223	218	230	(1.5)	(48.6)	445	448	0.7
Cost	42	41	42	(2.3)	(50.9)	85	83	(1.5)
Gross profit	181	177	188	(1.3)	(48.1)	360	365	1.3
SG&A	23	37	40	100.4	(49.2)	41	78	88.7
Operating profit	158	139	148	(13.1)	(47.8)	319	287	(10.0)
Core profit	144	102	111	(19.4)	(43.0)	270	212	(21.4)
Net profit	144	102	111	(19.4)	(43.0)	270	212	(21.4)
EBITDA	210	169	179	(12.4)	(45.2)	404	348	(13.8)
Balance Sheet								
Total Assets	n.a.	5,474	5,669	n.a.	10.3	n.a.	5,669	n.a.
Total Liabilities	n.a.	4,065	4,147	n.a.	10.9	n.a.	4,147	n.a.
Total Equity	n.a.	1,344	1,453	n.a.	8.2	n.a.	1,453	n.a.
Financial Ratio								
Gross Margin (%)	81.1	81.0	81.8	0.1	0.9	81.0	81.4	0.4
EBITDA margin (%)	94.3	77.6	77.7	(9.6)	4.8	90.8	77.7	(13.1)
Net Profit Margin (%)	64.4	46.7	48.1	(10.4)	4.6	60.7	47.4	(13.3)
SG&A/Sales (%)	10.1	17.0	17.6	8.7	(0.2)	9.2	17.3	8.1

Source: Company data

Figure 12: Financial statement and key financial ratios**Profit and Loss Statement (Btmn)**

FY December 31	2015*	2016	2017F	2018F	2019F
Total revenue	846	869	869	1,167	1,368
Cost of goods sold	159	169	171	295	352
Gross profit	687	700	698	872	1,016
SG&A	55	114	130	152	171
Other income	6	8	10	11	12
Interest expense	140	146	131	152	166
Pre-tax profit	498	447	447	579	691
Corporate tax	(0)	(0)	(0)	10	40
Equity a/c profits	0	0	0	0	0
Minority interests	0	1	0	(40)	(47)
Core profit	498	449	447	530	604
Extra-ordinary items	0	0	0	0	0
Net Profit	498	449	447	530	604
EBITDA	747	713	698	950	1,125
Core EPS (Bt)	0.72	0.65	0.48	0.57	0.65
Net EPS (Bt)	0.72	0.65	0.48	0.57	0.65
DPS (Bt)	n/a	0.00	0.10	0.10	0.12

Balance Sheet (Btmn)

FY December 31	2015*	2016	2017F	2018F	2019F
Total current assets	538	586	1,650	941	1,130
Total fixed assets	3,087	4,377	6,409	10,780	14,229
Total assets	3,625	4,963	8,059	11,720	15,358
Total loans	2,758	3,615	4,753	7,961	11,163
Total current liabilities	651	411	431	592	550
Total long-term liabilities	2,180	3,255	4,363	7,465	10,682
Total liabilities	2,831	3,666	4,794	8,058	11,231
Paid-up capital	693	691	922	922	922
Total equity	794	1,242	3,210	3,647	4,159
BVPS (Bt)	1.14	1.80	3.48	3.96	4.51

Cash Flow Statement (Btmn)

FY December 31	2015*	2016	2017F	2018F	2019F
Core Profit	498	449	447	530	604
Depreciation and amortization	109	119	120	219	268
Operating cash flow	121	663	623	700	877
Investing cash flow	(295)	(1,282)	(2,152)	(4,590)	(3,717)
Financing cash flow	394	665	2,659	3,077	3,063
Net cash flow	220	47	1,130	(814)	223

Key Financial Ratios

FY December 31	2015*	2016	2017F	2018F	2019F
Gross margin (%)	81.2	80.6	80.3	74.7	74.3
Operating margin (%)	74.7	67.4	65.3	61.7	61.8
EBITDA margin (%)	88.3	82.0	80.3	81.4	82.3
EBIT margin (%)	58.9	51.5	51.4	49.6	50.5
Net profit margin (%)	58.9	51.6	51.4	45.4	44.1
ROE (%)	81.4	44.1	20.1	15.4	15.5
ROA (%)	14.9	10.4	6.9	5.4	4.5
Net D/E (x)	3.07	2.62	1.01	2.00	2.47
Interest coverage (x)	5.3	4.9	5.3	6.2	6.8
Debt service coverage (x)	1.8	1.0	1.4	1.7	1.7
Payout Ratio (%)	n/a	0.0	20.6	17.4	18.3

Note: * Based on pro forma statements, Source: Company data and SCBS Research estimates

IV. Valuation and risk considerations

Valuation at Bt8.55-9.12bn

Using the sum-of-the parts approach and price-to-earnings (PE) methodologies, we derive an end-2018 valuation range of Bt8.55-9.12bn. The details of each valuation approach are provided below.

Sum-of-the-parts using discounted cash flow (DCF)

We forecast free cash flow to equity (FCFE) from 2019F until all PPAs expire with no application of terminal value except the projects on which the company owns the land: for these, we apply the book value of the land as a terminal value when the projects' PPAs expire.

We apply COE=7.4% (based on risk free rate =3.5%, ERP=6.5% and beta=0.6x, which is the 10-year historical average of peers) and derive a DCF valuation of all committed projects of Bt8.553bn.

Figure 13: DCF valuation

Btmn	End-2018
Thailand plant: PV of FCFE (2019-2543)	4,277
Japan plants: PV of FCFE (2019-2040)	3,591
Enterprise value (Btmn)	7,867
Less: Net debt (or add net cash)*	686
Equity value (Bt mn)	8,553
Risk-free rate (%)	3.5
ERP (%)	6.5
Assumed beta	0.6
Cost of equity (%)	7.4

Note: * Assuming discounted IPO price, Source: Company data and SCBS Research estimate

Price-to-earnings (PE) valuation

SSP has a number of committed projects scheduled to start commercial operations that will triple total equity capacity over 2017-2020. By our calculations, SSP will have earnings of Bt807mn in 2021 when all committed projects are running.

For the PE multiple, we use the historical three-year average PE of peers of 14x as reference. Note that we use historical figures of EGCO, RATCH, GLOW, GPSC and SPCG, all of which are pure power producers and have long-term records.

To reflect the value of all committed projects, we apply a reference PE multiple of 14x to the 2021 earnings forecast of Bt807mn and get a 2021 valuation of Bt11.3bn. Then, we discount this valuation to end-2018 via a discount rate of 7.4%, which is the calculated cost of equity. With this method, we arrive at a valuation of Bt9.119bn.

Figure 14: Historical PE of peers



Source: Bloomberg and SCBS Research estimates

Figure 15: Peer comparison

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F
BCPG	Buy	15.60	15.0	0.6	22.2	16.6	13.8	(76)	33	20	2.3	2.2	2.1	16	14	16	4.4	4.5	5.8	14.2	12.2	10.6
BPP	Neutral	27.75	25.0	(7.7)	20.6	15.5	13.4	(16)	33	16	2.3	2.0	1.8	17	14	14	0.9	2.2	3.6	42.3	34.2	29.4
CKP	Neutral	3.44	3.4	0.6	66.2	48.8	40.2	4	36	21	1.4	1.4	1.4	2	3	4	1.7	1.7	1.7	14.9	13.3	13.1
EA	Sell	37.75	24.0	(35.9)	42.0	30.2	23.6	25	39	28	12.4	9.1	6.8	34	35	33	0.4	0.5	0.7	30.5	22.9	18.9
EGCO	Buy	234.00	243.0	6.7	14.4	12.7	11.9	22	13	7	1.5	1.4	1.3	11	11	11	2.8	2.9	2.9	22.2	20.5	18.0
GLOW	Neutral	85.75	85.0	5.8	14.3	14.1	14.0	3	2	0	2.6	2.5	2.5	18	18	18	6.7	6.7	6.7	9.3	8.8	8.7
GPSC	Neutral	39.00	42.0	10.9	21.7	19.6	15.2	38	10	29	1.6	1.5	1.4	7	8	10	2.9	3.2	3.8	15.5	14.3	11.7
RATCH	Neutral	55.75	53.0	(0.7)	13.5	12.8	12.3	33	5	4	1.3	1.2	1.2	10	10	10	4.2	4.2	4.2	14.7	13.4	12.7
GUNKUL*		4.12	5.1	24.3	60.1	34.3	17.3	(35)	75	98	3.4	3.1	2.6	6	9	15	1.0	1.6	2.5	50.5	25.2	13.8
SPCG*		20.50	24.3	24.6	8.2	7.4	6.8	5	11	8	2.3	1.8	1.5	30	26	25	5.4	6.0	6.0	7.9	7.5	7.3
TPCH*		16.10	22.8	43.0	32.2	16.5	11.7	331	95	42	3.3	2.7	2.3	11	17	21	0.2	1.4	1.9	27.0	11.7	8.5
Average					28.7	20.8	16.4	30	32	25	3.1	2.6	2.3	15	15	16	2.8	3.2	3.6	22.6	16.7	13.9

Note: * Bloomberg consensus, Source: Company data, Bloomberg and SCBS Research estimates

Risk considerations

- 1) Delays in plant construction that would delay CODs and cash flows
- 2) Climate changes such as lack of sunshine or heavy snow
- 3) Natural disasters